

## Message Text

LIMITED OFFICIAL USE

PAGE 01 TANANA 00308 112248Z  
ACTION AF-08

INFO OCT-01 ISO-00 PM-04 NSC-05 SP-02 SS-15 CIAE-00 INR-07  
NSAE-00 OMB-01 EB-08 COME-00 MC-02 ACDA-07 IGA-02  
AID-05 XMB-02 L-03 TRSE-00 /072 W  
-----120702Z 014931 /13  
R 112131Z FEB 77  
FM AMEMBASSY TANANARIVE  
TO SECSTATE WASHDC 8884  
INFO DIA

LIMITED OFFICIAL USE TANANARIVE 0308

E.O. 11652:N/A  
TAGS: EAIR, MA  
SUBJECT: HERCULES AIRCRAFT NEGOTIATIONS

REF: TANANARIVE 0283

1. LOCKHEED REPS PUTNAM AND PANTER MET FEB. 10 WITH  
SECGEN MINDEF AND LARGER THAN USUAL DELEGATION, INCLUDING  
REPS OF MINISTRIES OF TRANSPORTATION AND FINANCE AND  
OF CENTRAL BANK.

2. SECGEN DECLINED CONDITIONAL CONTRACT TENTATIVELY  
OFFERED PREVIOUS DAY BY PANTER (PARA 4 REFTTEL, WHICH  
UNBEKNOWN T MALAGASY OVERNIGHT HAD BEEN REFUSED BY  
LOCKHEED GEOEGIA). GDRM HAS DECIDED NOT TO ENTER  
ANY CONTRACT UNTIL EXPORT LICENSE HAS BEEN ISSUED AND  
FAVORABLE FINANCING HAS BEEN OBTAINED. THIS IN  
EFFECT MEANS A NET INCREASE OF \$1.5 MILLION FOR  
ENTIRE PACKAGE.

3. AT CLOSE OF MEETING, LOCKHEED REPS WERE ASKED  
TO OBTAIN LETTER FORMAT FOR APPLICATION EXIM LOAN.  
TELEGRAM WITH REQUESTED INFO WAS DELIVERED FEB. 11  
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 TANANA 00308 112248Z

TO SECGEN, WHO SAID LETTER WILL BE READY EARLY NEXT  
WEEK. PANTER WILL CARRY SIGNED LETTER TO WASHINGTON  
AND DELIVER TO EXIM BANK. IN MEANTIME, HE IS  
REVISING CONTRACT TO REFLECT NEW PRICES AND  
FIRST QUARTER 1978 DELIVERY DATES.

4. LACK OF COORDINATION WITHIN THE GDRM HAS

RESULTED IN PRICE INCREASE IT SEEMINGLY CAN ILL  
AFFORD. IF LETTER TO EXIM IS READY EARLY NEXT  
WEEK, IT WILL BE FIRM INDICATION PRESIDENT RATSIRAKA,  
DESPITE SIGNIFICANT PRICE INCREASE,  
HAS PERSONALLY INTERVENED AND DIRECTED IMMEDIATE  
ACTION ON PART OF MINISTER OF FINANCE. (LATTER,  
WHO SERIOUSLY QUESTIONED ECONOMIC IMPACT OF THIS  
PURCHASE, APPEARS TO HAVE BEEN CAUSE OF DELAY IN  
APPLYING FOR FINANCING, ALONG WITH POOR COORDINATION  
WITHIN GDRM.)

5. FYI, PUTNAM HAS INFORMED MALAGASY THAT LOCKHEED  
HAS ENLISTED SUPPORT OF SENATORS TALMADGE AND TOWER  
TO FACILITATE SALE OF HERCULES TO MADAGASCAR. SHEINBAUM

LIMITED OFFICIAL USE

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** AIRCRAFT, NEGOTIATIONS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 11-Feb-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977TANANA00308  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770050-0892  
**Format:** TEL  
**From:** TANANARIVE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1977/newtext/t19770248/aaaabqhb.tel  
**Line Count:** 76  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 9b156ec7-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION AF  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 TANANARIVE 283  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 04-Apr-2005 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3336995  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** HERCULES AIRCRAFT NEGOTIATIONS  
**TAGS:** EAIR, MA, LOCKHEED, (PUTNAM), (PANTER)  
**To:** STATE  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/9b156ec7-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009